



1Q20 Earnings Presentation

May 14, 2020

Forward-Looking Statements

This presentation and the accompanying oral presentation contain forward-looking statements. All statements other than statements of historical fact contained in this presentation, including statements concerning our business, future results of operations and financial position, planned products and services, business strategy and plans and objectives of management for future operations of Oportun Financial Corporation (“Oportun” or the “Company”) are forward-looking statements. These statements involve known and unknown risks, uncertainties, assumptions and other factors that may cause the Company’s actual results and financial position, as well as our plans, objectives and expectations for our performance or achievements to be materially different from any future results, performance or achievements expressed or implied by the forward-looking statements.

In some cases, you can identify forward-looking statements by terminology such as “aim,” “anticipate,” “assume,” “believe,” “contemplate,” “continue,” “could,” “due,” “estimate,” “expect,” “goal,” “intend,” “may,” “objective,” “plan,” “predict,” “potential,” “positioned,” “seek,” “should,” “target,” “will,” “would,” or the negative of these terms or other similar words. These statements are only predictions. Oportun has based these forward-looking statements largely on its current expectations and projections about future events and financial trends that it believes may affect its business, financial condition and results of operations. Also, these forward-looking statements represent the Company’s estimates and assumptions only as of the date of this presentation. The Company assumes no obligation to update any forward-looking statements after the date of this presentation.

This presentation also contains estimates and other statistical data made by independent parties and by the Company relating to market size and growth and other industry data. These data involve a number of assumptions and limitations, and you are cautioned not to give undue weight to such estimates. The Company has not independently verified the statistical and other industry data generated by independent parties and contained in this presentation and, accordingly, it cannot guarantee their accuracy or completeness. In addition, projections, assumptions and estimates of its future performance and the future performance of the industries in which it operates are necessarily subject to a high degree of uncertainty and risk due to a variety of factors. These and other factors could cause results to differ materially from those expressed in the estimates made by the independent parties and by Oportun.

You should view this presentation and the accompanying oral presentation with the understanding that our actual future results, levels of activity, performance and achievements may be materially different from what we expect, particularly given the uncertainties caused by the COVID-19 pandemic.

This presentation includes certain non-GAAP financial measures. Non-GAAP financial measures are presented in addition to, and not as a substitute for, and are not superior to, financial measures calculated in accordance with GAAP. In addition, the non-GAAP measures we use, as presented, may not be comparable to similar measures used by other companies. See the Appendix for a reconciliation of non-GAAP financial measures to the most comparable measure, calculated in accordance with GAAP.

Our Response to COVID-19 is Guided by our Mission

Our **mission** is to provide **inclusive, affordable** financial services that **empower** our customers to **build a better future**

Employees

- Increased benefits, including sick leave, stipends to cover childcare expenses, and cash advances
- 800+ contact center FTEs working from home
- Corporate teams seamlessly adapted to working remotely
- \$100K commitment to Employee Assistance Fund
- Re-opened healthcare enrollment
- Implemented employee cross-training
- No layoffs

Customers

- Payment deferrals and reduced payment plans
- Waiving late and third party payment fees
- Offering free financial coaching through community program partners
- Increased payment options for mobile and over the phone
- Implemented credit reporting that is consistent with the CARES Act

Retail Locations

- Adopted social distancing practices
- Posted safety protocol signs
- Installed plexiglass screens
- Provided masks and hand sanitizer for all retail employees
- Elevated cleaning and sanitizing measures
- Federal, state and local safety measures

Communities

- Retail stores remain open
- Donated \$150K in charitable grants
- Communicated availability of free community resources

Well Positioned to Adapt to the Current Environment

(As of March 31, 2020, unless otherwise noted)



Serving Our Customers

- 337 of our 342 retail locations remain open as of April 30, 2020
- Offer emergency hardship deferments one month at a time to customers who indicate they have been impacted by the pandemic
- Proactively increased our customer service and collections capacities through new hiring and cross-training of existing personnel



Responsible Underwriting

- Tightened underwriting criteria and reduced loan sizes by credit tier to better manage credit outcomes
- Loans underwritten based upon customers' ability to repay and upon verified income
- Refined credit-risk models and enhanced income verification processes

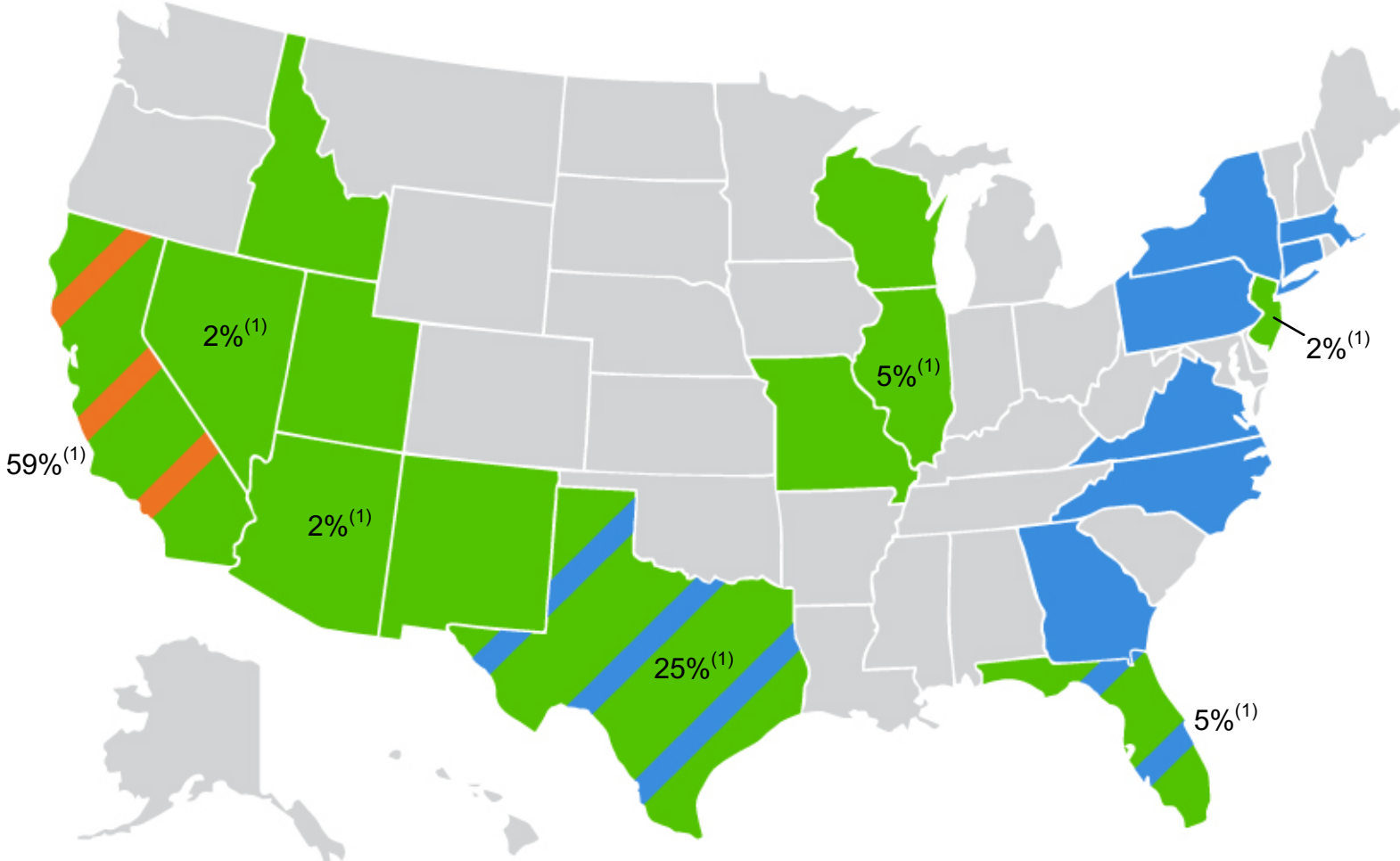


Strong Capital and Liquidity

- Balance sheet characterized by relatively low leverage
- 12+ months liquidity runway, without accessing the securitization market ⁽¹⁾
- \$145 million of cash and cash equivalents and \$61 million of restricted cash
- \$120 million of undrawn capacity on our existing \$400 million warehouse line, which is committed through October 2021

(1) As of March 31, 2020, assumes maintaining operations and covering all upcoming debt obligations.

Supporting Customers Across our Geographic Footprint



1. Represents Owned Principal Balance at End of Period by State as a percentage of total Owned Principal Balance at End of Period. All other states combined represent less than 1% of Owned Principal Balance at End of Period as of March 31, 2020.

First Quarter 2020 Highlights

Credit

- Annualized Net Charge-Off Rate of 8.9% vs. 8.3% in 1Q19
- 30+ Day Delinquency Rate of 3.8% vs. 3.6% in 1Q19

Capital & Liquidity

- Cash and cash equivalents of \$144.8M and restricted cash of \$61.3M
- FVPPF Debt-to-Equity of 3.0x down from 3.6x in 1Q19
- FVPPF Cost of Debt of 4.2% down from 4.4% in 1Q19

Growth

- Total revenue of \$163.4M, up 18% Y/Y
- FVPPF Total Revenue of \$163.4M, up 19% Y/Y
- Aggregate Originations of \$432.8M, up 4% Y/Y
- Managed Principal Balance at EOP of \$2.2B, up 20% Y/Y
- 777K Active Customers at EOP, up 11% Y/Y

Profitability

- Net income (loss) of \$(13.3)M vs. \$14.6M in 1Q19
 - Y/Y decline primarily due to the decrease in the fair value of the Company's loan portfolio in 1Q20 as a result of the macro-economic changes associated with the COVID-19 pandemic.
- Adjusted Net Income (Loss) of \$(1.2)M vs. \$9.6M in 1Q19
 - Y/Y decline primarily due to the decrease in the fair value of the Company's loan portfolio in 1Q20 as a result of the macro-economic changes associated with the COVID-19 pandemic.
 - \$2.9M after-tax impact related to new products
- Adjusted EBITDA of \$17.9M vs. \$18.9M in 1Q19
 - \$3.4M pre-tax impact related to new products
- GAAP earnings (loss) per share, basic and diluted, of (\$0.49) and (\$0.49), respectively, vs. \$0.57 and \$0.51, respectively in 1Q19
- Adjusted EPS of \$(0.04) vs. \$0.43 in 1Q19
- Book Value of \$483.5M, or \$17.81 per share, and Adjusted Tangible Book Value of \$468.8M, or \$17.27 per share
- Adjusted ROE of (1.0)% vs. 10.6% in 1Q19
- Adjusted Operating Efficiency of 57.8% vs. 55.8% in 1Q19

Note: See appendix for a reconciliation to the most comparable GAAP measure. Numbers may not foot or cross-foot due to rounding.

April 2020 Highlights (Preliminary Results)

Credit

- Annualized Net Charge-Off Rate of 9.4%
- 30+ Day Delinquency Rate of 4.0%

Capital & Liquidity

- Cash and cash equivalents of \$132.3M and restricted cash of \$52.4M
- FVPPF Debt-to-Equity of 2.8x
- FVPPF Cost of Debt of 3.9%

Growth

- Total revenue and FVPPF Total Revenue of \$48.6M
- Aggregate Originations of \$41.8M
- Managed Principal Balance at EOP of \$2.1B
- 743K Active Customers at EOP

Profitability

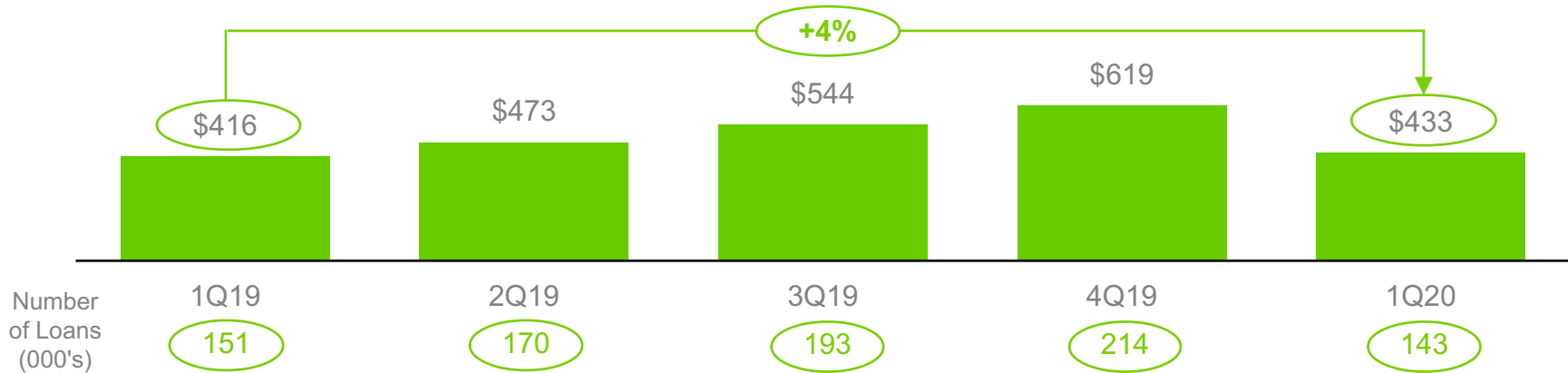
- Net income of \$3.6M
- Adjusted Net Income of \$2.8M
- Adjusted EBITDA of \$3.4M
- Book Value of \$488.8M, or \$17.99 per share
- Adjusted Tangible Book Value of \$471.2M, or \$17.34 per share
- Adjusted ROE of 7.0%
- Adjusted Operating Efficiency of 61.6%

Note: See appendix for a reconciliation to the most comparable GAAP measure. Numbers may not foot or cross-foot due to rounding.

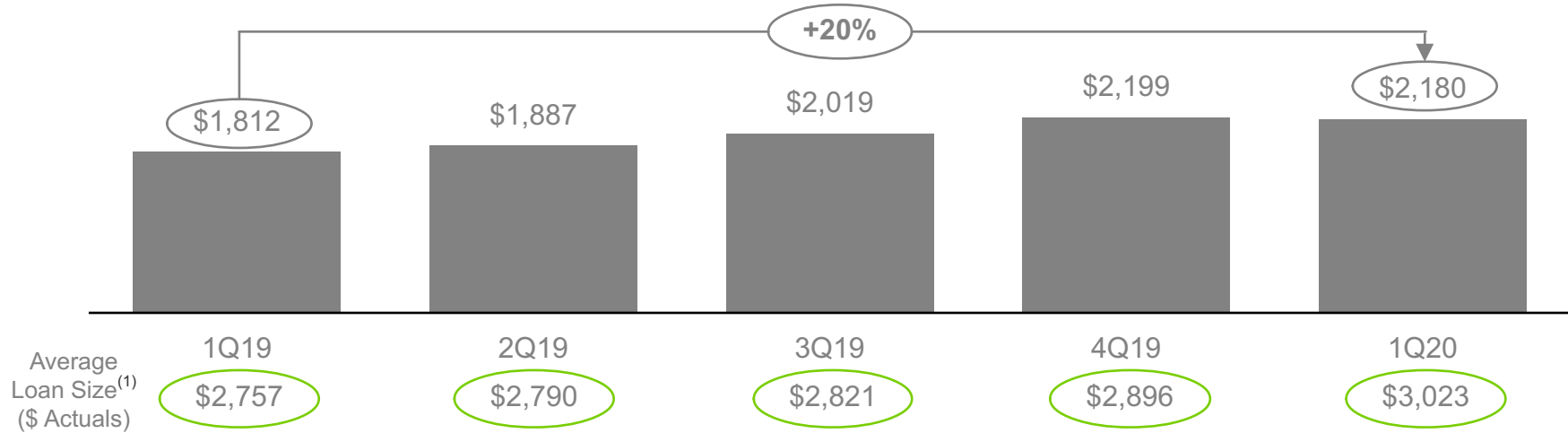
Originations Up 4% Y/Y and Managed Receivables Up 20%

(\$ Millions)

Aggregate Originations



Managed Principal Balance at End of Period

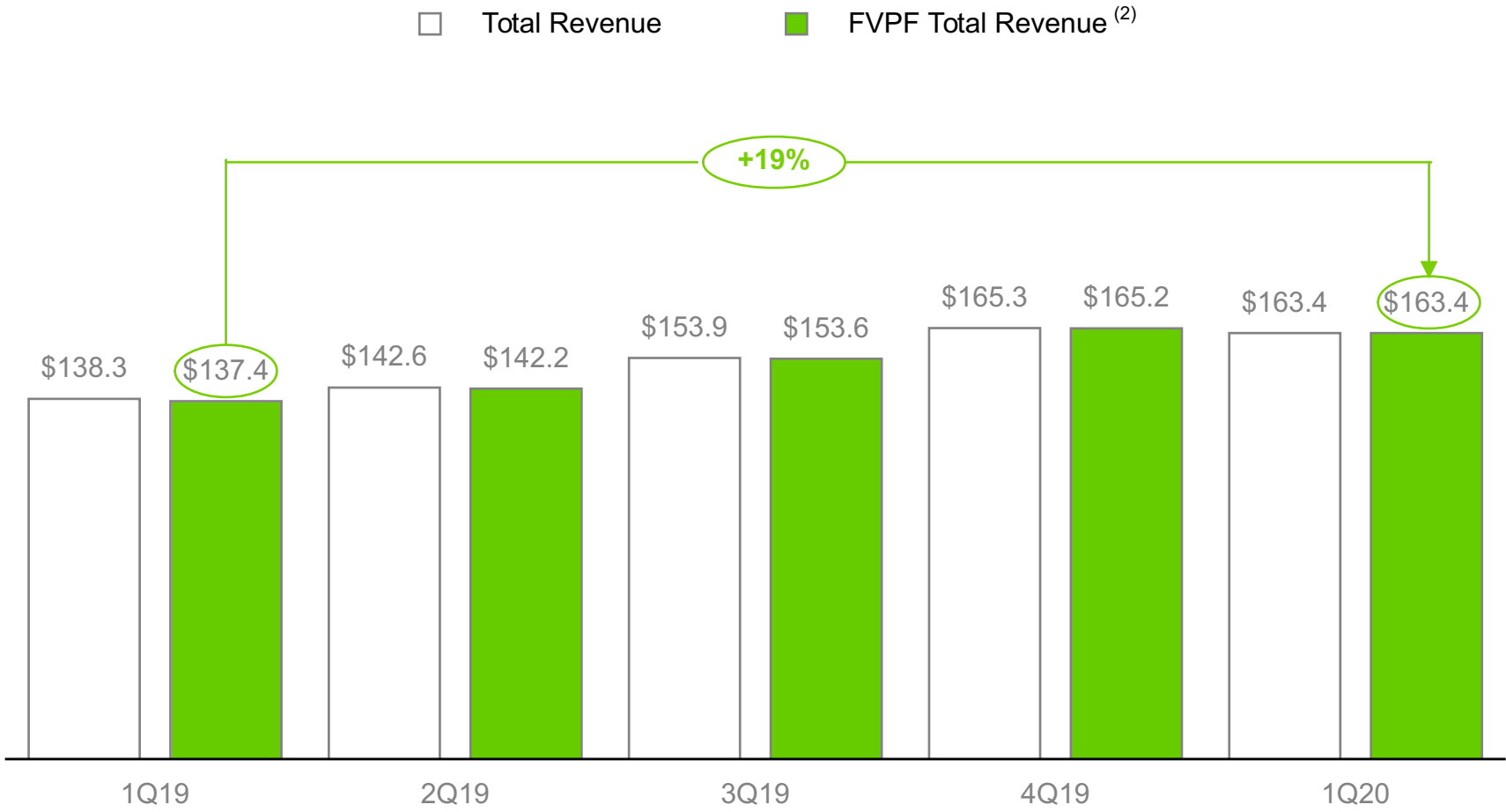


(1) Calculated as Aggregate Originations for the period divided by number of loans originated for the period.

Note: Numbers may not foot or cross-foot due to rounding.

1Q20 FVPF Total Revenue⁽¹⁾ Up 19%

(\$ Millions)

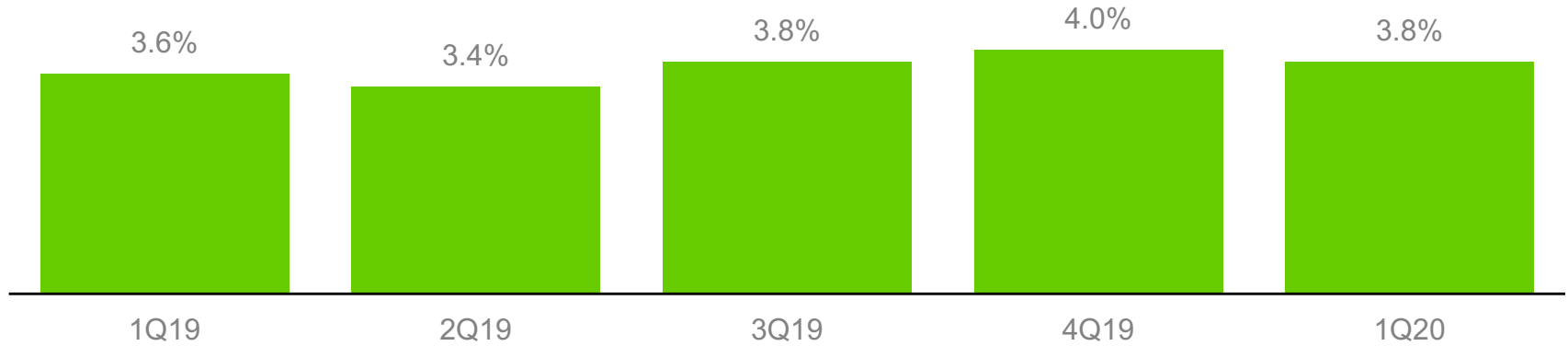


(1) Upon adoption of ASU 2019-05, effective January 1, 2020, we elected the fair value option on all loans receivable previously measured at amortized cost. Accordingly, for 1Q20, there are no Fair Value Pro Forma adjustments related to revenue. Therefore, FVPF Total Revenue and GAAP Total Revenue are equal for 1Q20.

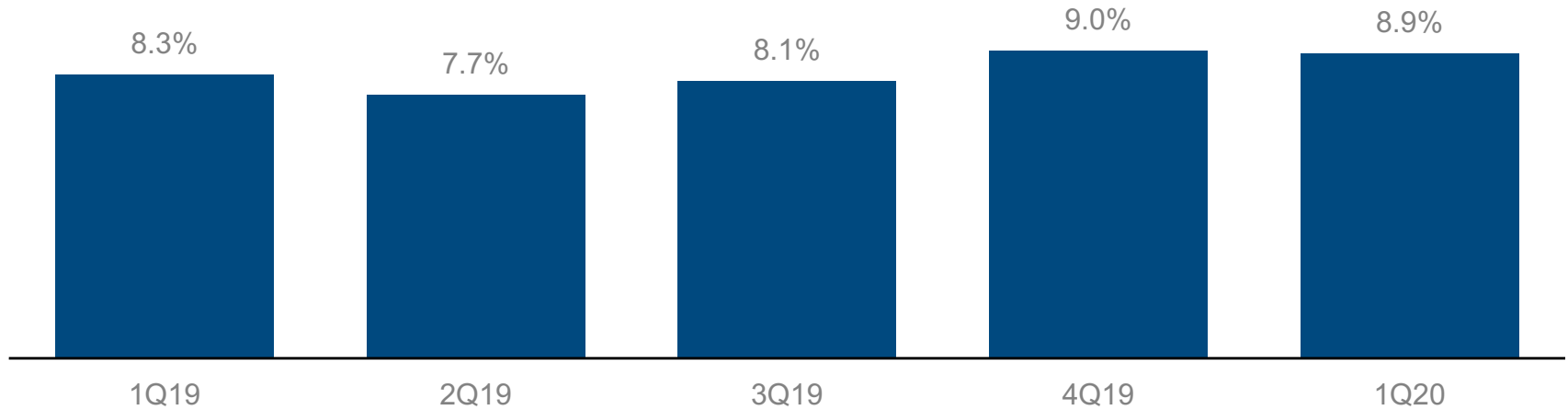
Note: Numbers may not foot or cross-foot due to rounding.

Credit Metrics

30+ Day Delinquency Rate (%)



Annualized Net Charge-off Rate⁽¹⁾ (%)



(1) Calculated as net charge-offs divided by Average Daily Principal Balance.

Detailed Credit Performance

Owned Receivables (Percentage of Principal Balance Outstanding)

Days Delinquent	% in Grace Period	3/31/19	3/31/20	4/6/20	4/13/20	4/20/20	4/27/20	4/30/20	5/4/20	5/12/20
0	100%	90.8%	88.9%	87.4%	88.5%	89.5%	89.6%	90.2%	88.2%	86.7%
1-7	100	2.9	3.3	4.6	3.5	3.2	3.1	2.6	4.7	4.9
8-14	91	1.2	2.2	2.0	2.1	1.5	1.6	1.6	1.5	2.7
15-29	—	1.5	1.8	2.1	2.0	1.9	1.7	1.6	1.6	1.5
30-59		1.6	1.7	1.7	1.7	1.8	1.9	1.8	1.9	2.0
60-89		0.9	0.9	1.2	1.2	1.1	1.1	1.3	1.1	1.2
90-119		1.1	1.2	1.0	1.0	1.0	1.0	1.0	1.0	1.0
120+ ⁽¹⁾		—	—	0.2	0.4	0.6	0.8	—	0.2	0.4
30+		3.6	3.8	3.8	3.9	3.9	4.0	4.0	4.0	4.1
Emergency Hardship Deferrals ⁽²⁾		—	6.1	8.2	12.4	14.1	14.6	14.6	12.8	8.6

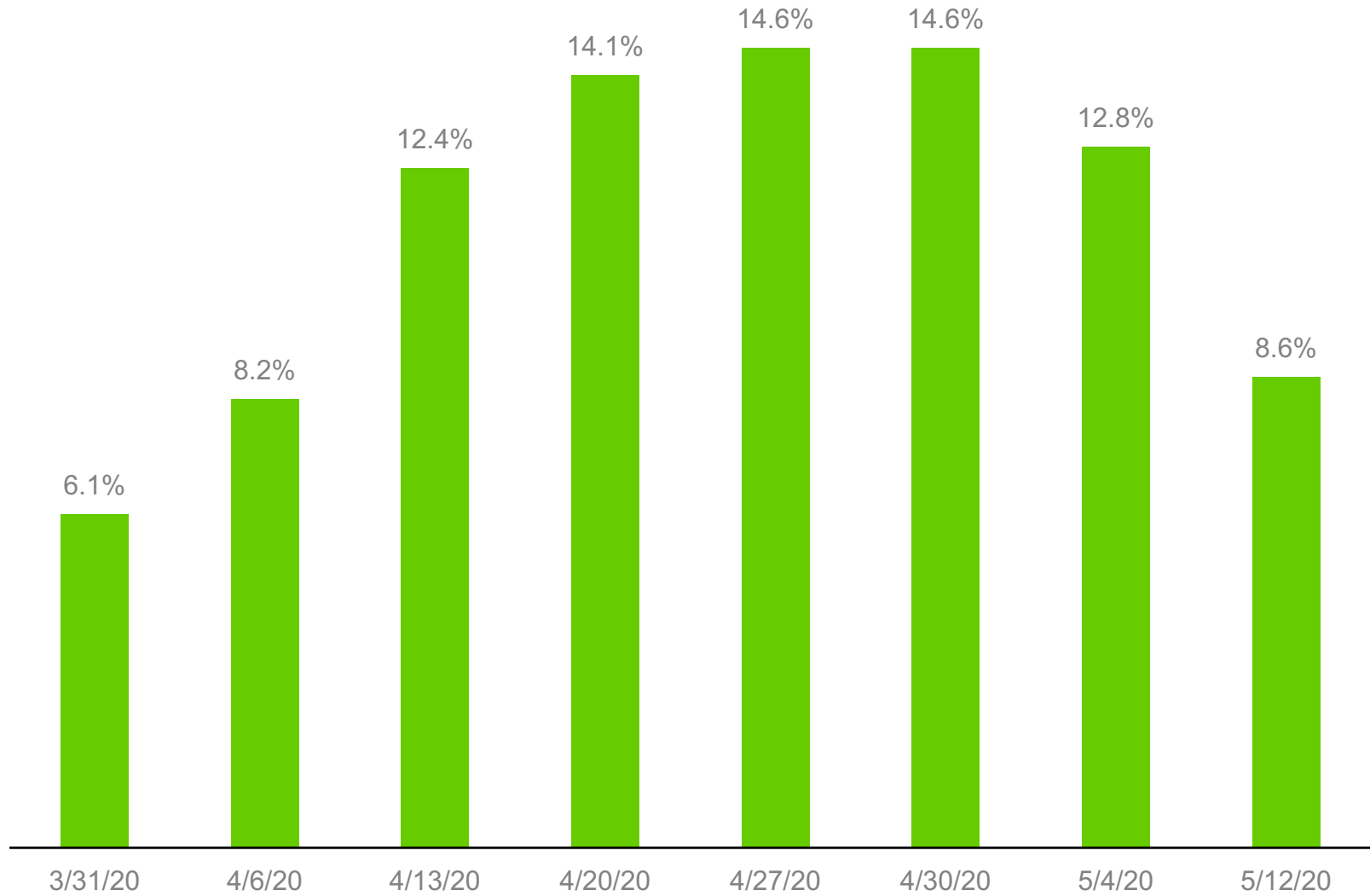
(1) The 120+ delinquent balances are excluded from the 30+ delinquency rate and percent current rate calculations because these balances are charged off on the last day of a given month.

(2) Emergency hardship deferrals excluded from delinquent balances.

Note: Numbers may not foot or cross-foot due to rounding.

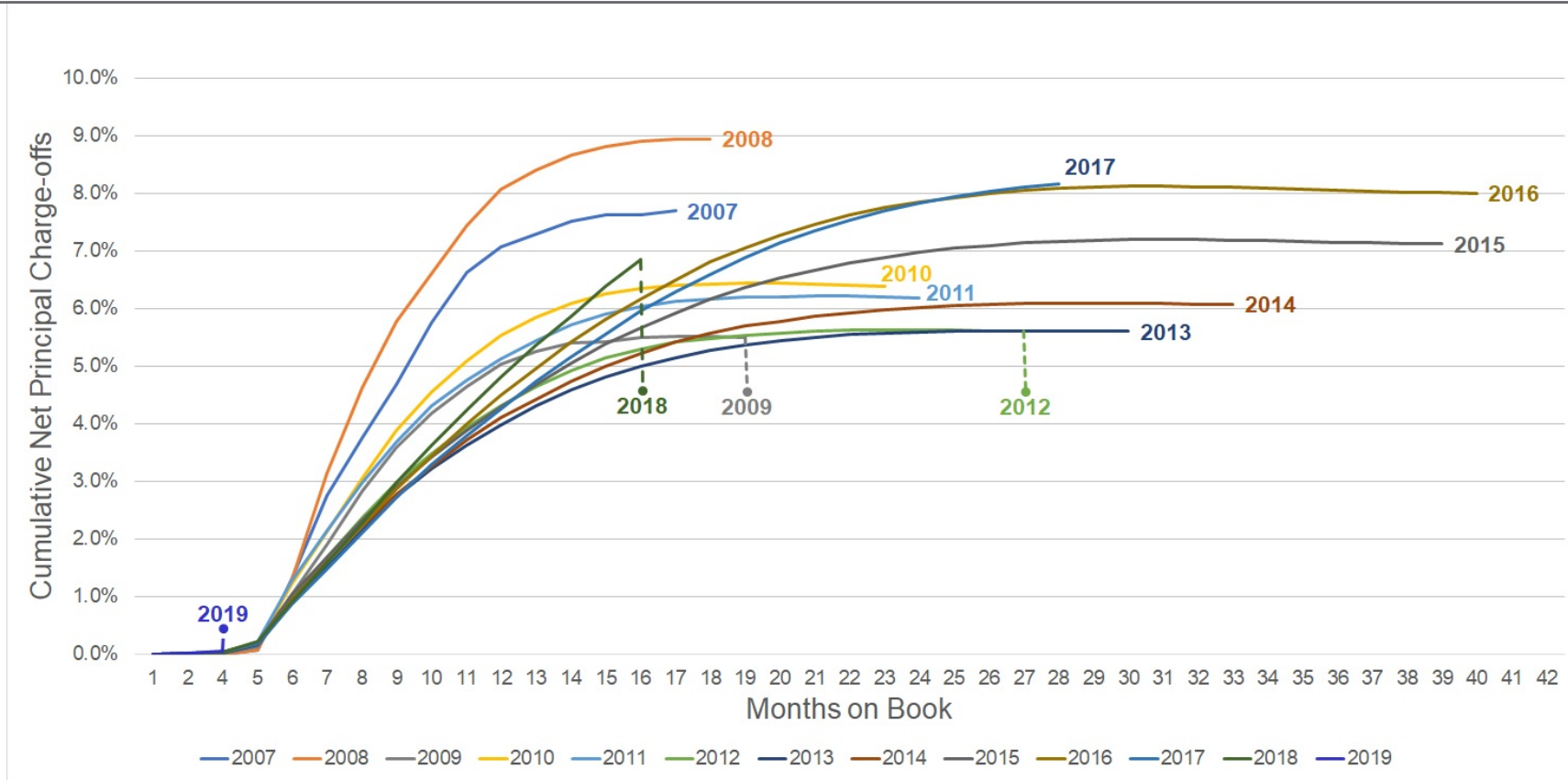
Emergency Hardship Deferrals Have Declined

Percentage of owned principal balance in emergency hardship deferral status



Credit Quality

Net Lifetime Loan Loss Rates by Vintage



Year of Origination	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
Net Lifetime Loan Losses as % of Original Principal Balance	7.7%	8.9%	5.5%	6.4%	6.2%	5.6%	5.6%	6.1%	7.1%	8.0% ⁽¹⁾	8.2% ⁽¹⁾	6.8% ⁽¹⁾	—% ⁽¹⁾
Outstanding Principal Balance as % of Original Amount Disbursed	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.1%	3.6%	35.0%	87.9%
Dollar Weighted Average Original Term for Vintage (Months)	9.3	9.9	10.2	11.7	12.3	14.5	16.4	19.1	22.3	24.2	26.3	29.0	30.0

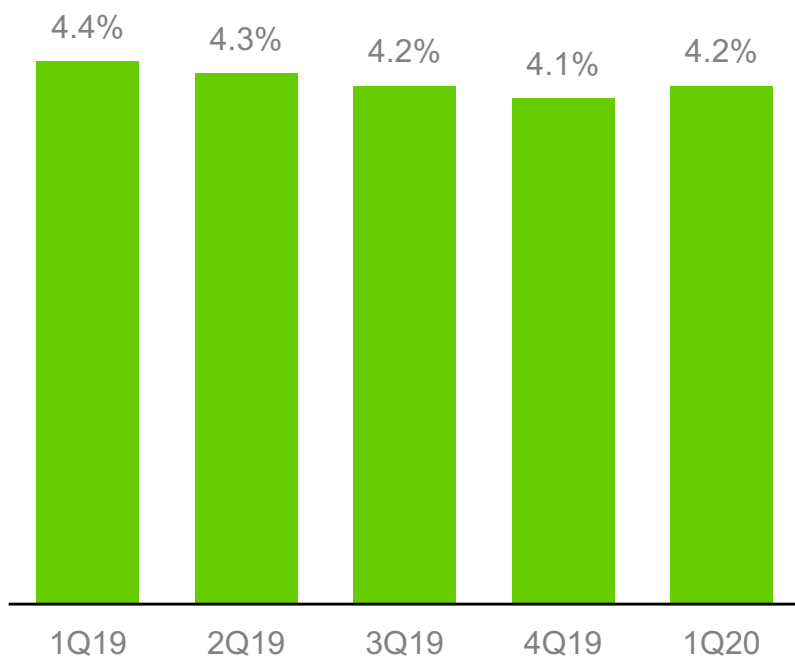
(1) Vintage is not fully mature from a loss perspective.

Capital and Liquidity

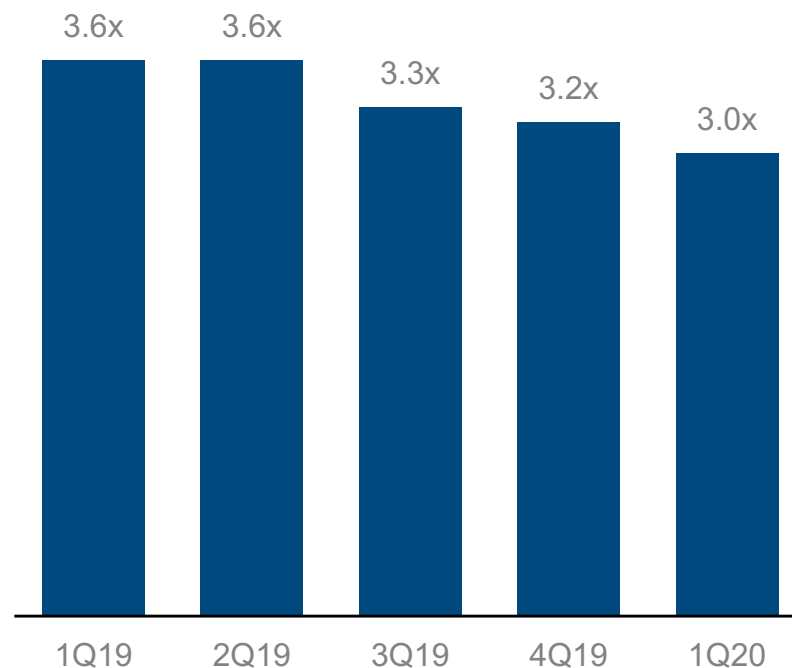
Well Established Capital Markets Program with Diversified Sources of Funding

- Maintained 12+ month liquidity runway ⁽¹⁾
- \$1.3 billion asset-backed notes fund future originations at fixed cost of debt for three-year terms
- \$400 million secured line of credit committed through October 2021; \$120 million undrawn as of March 31, 2020
- Sell 10% of core loan originations under whole loan sale agreement at a fixed price committed through Nov. 2020
- ~\$60M net IPO proceeds which reduced debt-to-equity ratio to 3.0x in 1Q 2020

FVPF Cost of Debt



FVPF Debt to Equity



(1) As of March 31, 2020, assumes maintaining operations and covering all upcoming debt obligations.

Maturity of Asset-Backed Notes and Secured Financing

Summary of Oportun's Remaining Revolving Terms by Series as of April 30, 2020⁽¹⁾

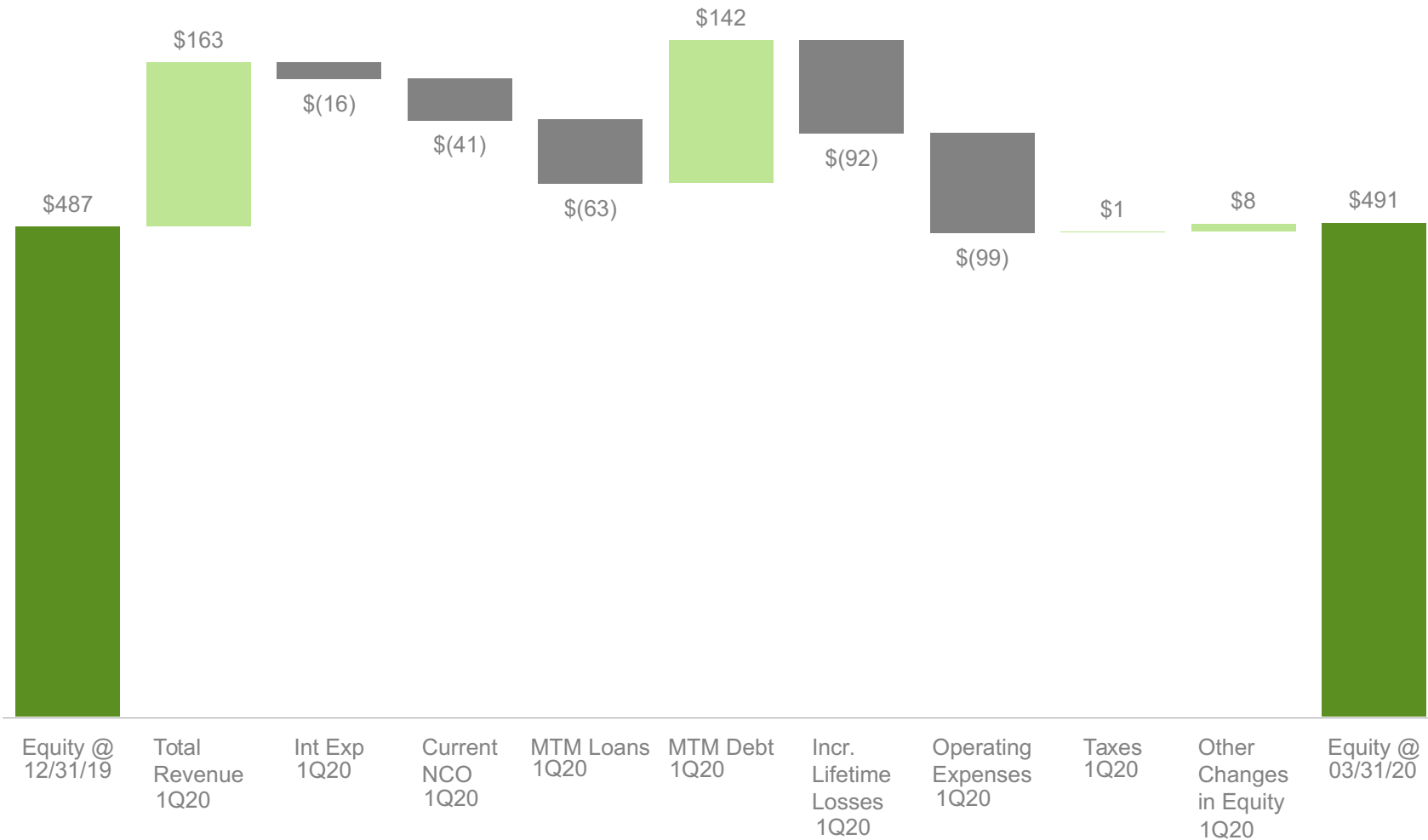
Series	Current Principal Balance Outstanding (Sold Only)	Amortization Period Commencement Date
Series 2017-B	\$200.0 million	10/1/2020
Series 2018-A	\$200.0 million	3/1/2021
Series 2018-B	\$213.2 million	7/1/2021
Series 2018-C	\$275.0 million	10/1/2021
Series 2018-D	\$175.0 million	12/1/2021
Series 2019-A	\$250.0 million	8/1/2022
Secured Financing Facility	\$212.0 million drawn (\$188.0 million undrawn)	Committed Through 10/1/2021

(1) Amounts presented for the month ended April 30, 2020 are preliminary.

Note: Numbers may not foot or cross-foot due to rounding.

Oportun Maintains a Strong Balance Sheet

(\$ Millions, except per share data. Shares in Millions)

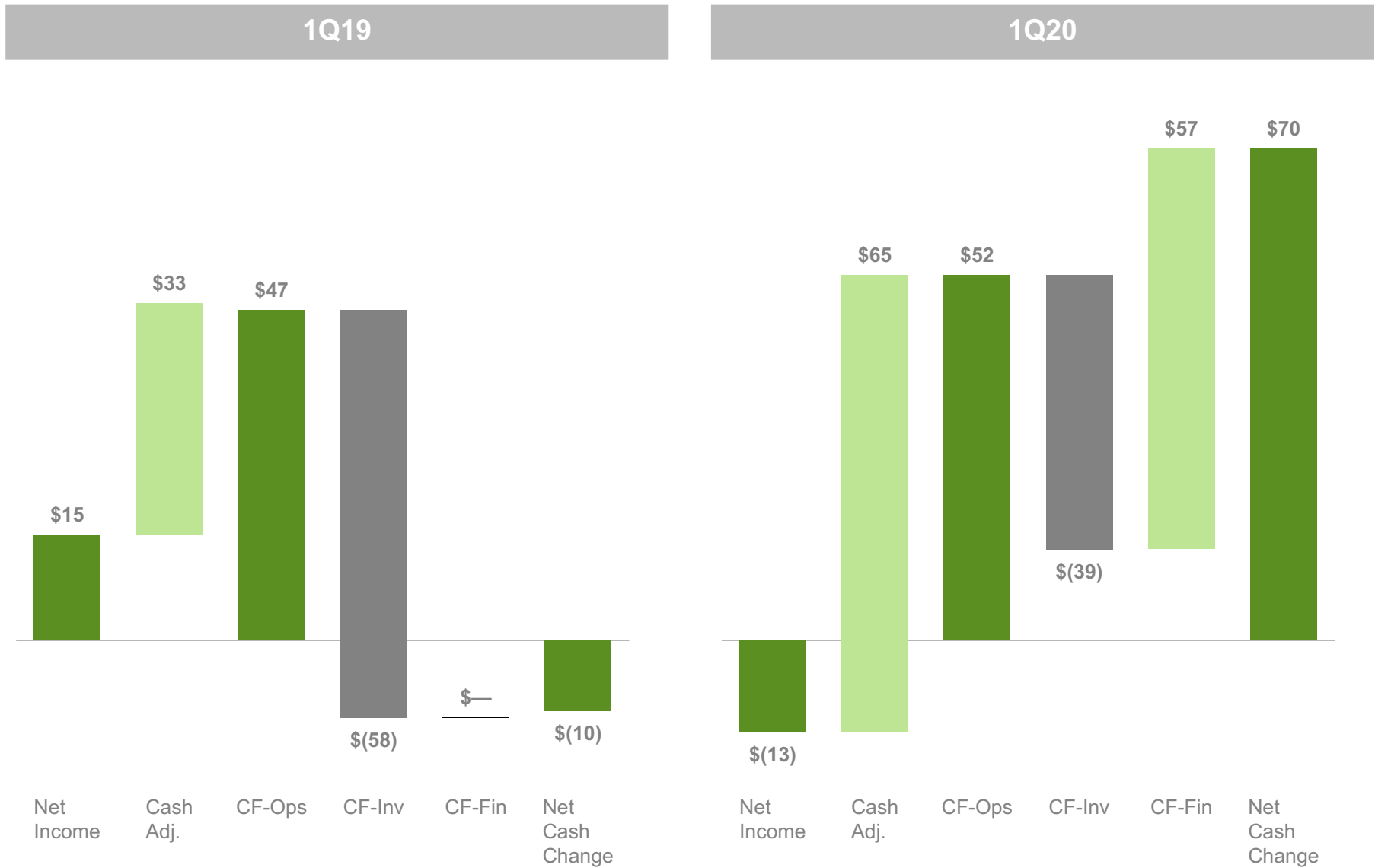


27.0	Shares outstanding at end of period	27.1
\$17.36	Adjusted Tangible Book Value Per Share	\$17.27

Note: Numbers may not foot or cross-foot due to rounding.

Strong Operating Cash Flow Supports Liquidity

(\$ Millions)



Note: Numbers may not foot or cross-foot due to rounding.

Net Change in Fair Value

1Q20 FVPF Net Change in Fair Value

(\$ Millions)	Quarter Ended				Change	
	1Q20	4Q19	1Q19	4Q18	Q / Q	Y / Y
Loan Portfolio Drivers						
Discount rate	12.8%	7.8%	8.9%	9.2%	5.0%	3.9%
Remaining principal net charge-offs as a % of principal balance	14.6%	9.5%	9.8%	10.2%	5.1%	4.7%
Average life in years	0.90	0.80	0.75	0.76	0.10	0.15
Loans Receivable at Fair Value⁽¹⁾						
Fair value loan portfolio - principal balance	\$1,833.0	\$1,843.0	\$1,523.0	\$1,501.3	\$(10.0)	\$310.0
Cumulative fair value mark-to-market adjustment	(72.5) vs. 82.6		48.0 vs. 43.1		(155.1)	(120.5)
Fair value loan portfolio - end of period	\$1,760.5	\$1,925.6	\$1,571.0	\$1,544.4	\$(165.1)	\$189.5
Price	96.0%	104.5%	103.2%	102.9%	(8.4)%	(7.1)%
Asset-Backed Notes at Fair Value						
Carrying value of asset-backed notes	\$1,313.1	\$1,473.1	\$1,223.2	\$1,223.2	\$(160.0)	\$90.0
Cumulative fair value mark-to-market adjustment	(125.0) vs. 16.8		8.4 vs. 1.5		(141.7)	(133.4)
Fair value asset-backed notes - end of period	\$1,188.1	\$1,489.9	\$1,231.6	\$1,224.7	\$(301.7)	\$(43.5)
Price	90.5%	101.1%	100.7%	100.1%	(10.7)%	(10.2)%
Net Change in Fair Value Summary						
A Mark-to-market adjustment on loans	\$(155.1)	\$18.1	\$4.9	\$12.7	\$(173.2)	\$(160.0)
B Mark-to-market adjustment on asset-backed notes	\$(141.7)	\$4.1	\$(6.9)	\$(7.1)	\$137.7	\$148.7
Net charge-offs	\$(41.4)	\$(40.2)	\$(31.3)	\$(29.0)	\$(1.3)	\$(10.2)
Total Net Change in Fair Value	\$(54.8)	\$(18.0)	\$(33.3)	\$(23.5)	\$(36.8)	\$(21.5)

(1) Refer to page 34 for estimate methodology to calculate fair value premium on loans receivable by quarter.

Note: Numbers may not foot or cross-foot due to rounding.

— Increase in FV of Loans will increase Net Revenue
 — Increase in FV of Notes will decrease Net Revenue

Adjusted Operating Efficiency 57.8% for 1Q20

(\$ Millions)

Operating Expenses & Adjusted Operating Efficiency⁽¹⁾(%)

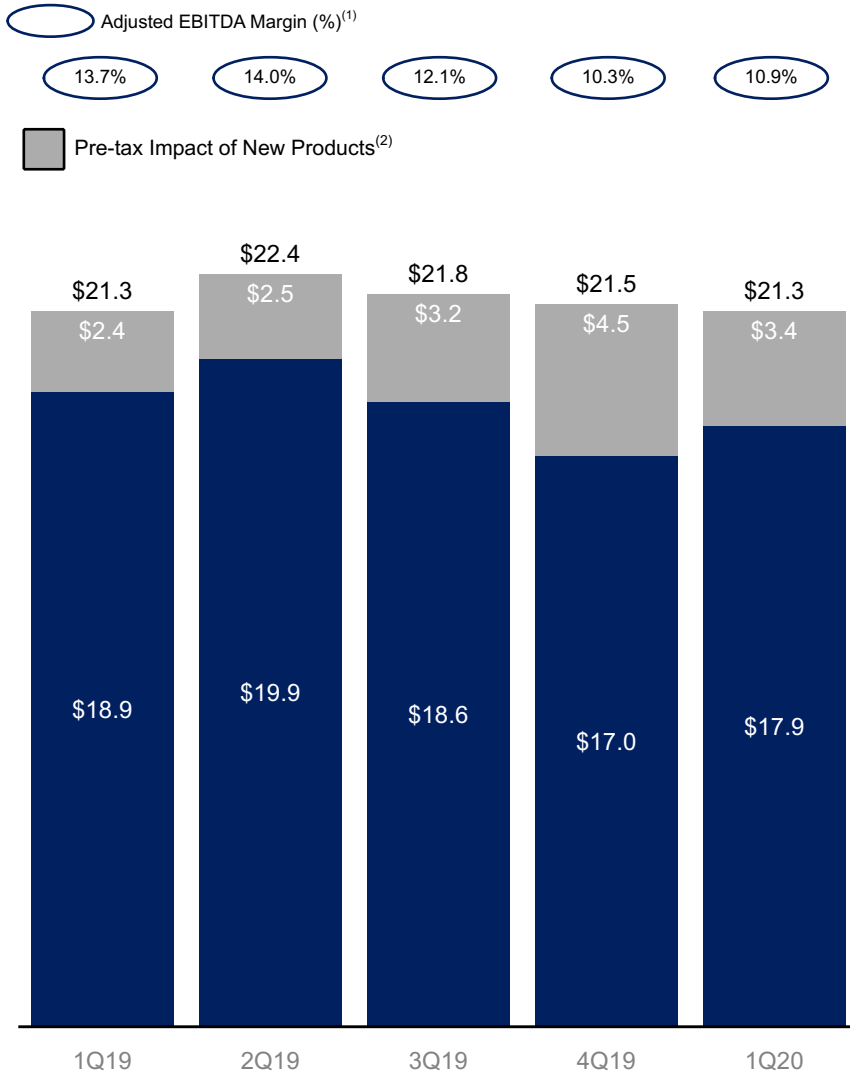


(1) See Appendix for 'Key Definitions' and/or a reconciliation to the comparable GAAP measure; numbers may not foot or cross-foot due to rounding.

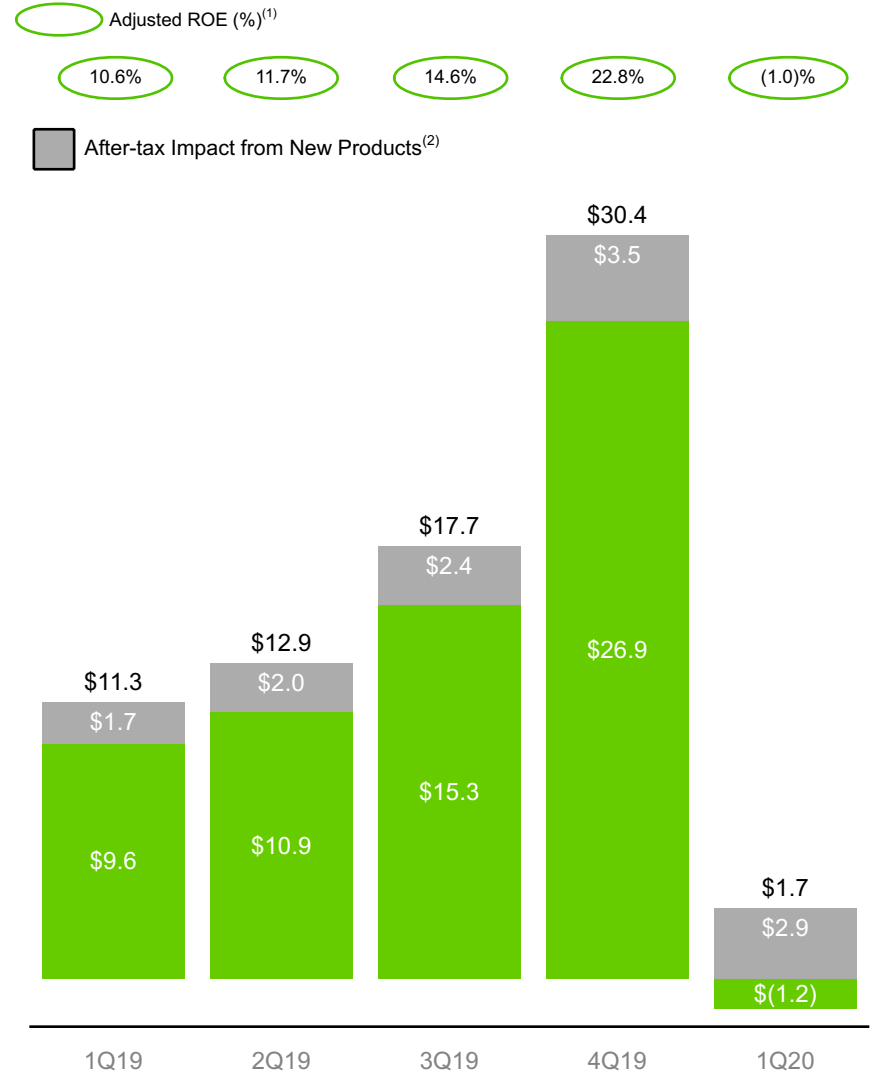
(2) New products and services include Auto and Credit Card products.

Profitability Metrics

Adjusted EBITDA (\$M)⁽¹⁾



Adjusted Net Income (\$M)⁽¹⁾



(1) See Appendix for 'Key Definitions' and/or a reconciliation to the comparable GAAP measure; numbers may not foot or cross-foot due to rounding.

(2) New products and services include Auto and Credit Card products. Prior periods were updated to exclude the impact of expense associated with stock compensation and depreciation and amortization (Adjusted EBITDA) and stock compensation and tax adjustment (Adjusted Net Income).



Appendix

Key Definitions

- **30+ Day Delinquency Rate⁽¹⁾** is the unpaid principal balance for our owned loans that are 30 or more calendar days contractually past due as of the end of the period divided by Owned Principal Balance as of such date
- **Access Loan Program:** A program intended to make credit available to select borrowers who do not qualify for credit under Oportun's core loan origination program
- **Active Customers⁽¹⁾** is the number of customers with an outstanding loan serviced by us at the end of a period. Active Customers includes customers whose loans are owned by us and loans that have been sold that we continue to service. Customers with charged-off accounts are excluded from Active Customers
- **Adjusted EBITDA** is a non-GAAP financial measure calculated as net income (loss), adjusted for the impact of our election of the fair value option and further adjusted to eliminate the effect of the following items: income tax expense (benefit), stock-based compensation, depreciation and amortization, litigation reserve, origination fees for fair value loans, net and fair value mark-to-market adjustment
- **Adjusted EBITDA Margin** is calculated as Adjusted EBITDA divided by Fair Value Pro Forma Total Revenue
- **Adjusted Earnings Per Share (EPS)** is a non-GAAP financial measure calculated by dividing Adjusted Net Income by adjusted weighted-average diluted common shares outstanding. Weighted-average diluted common shares outstanding have been adjusted to reflect the conversion of all convertible preferred shares as of the beginning of each annual period
- **Adjusted Net Income** is a non-GAAP financial measure calculated by adjusting our net income (loss), for the impact of our election of the fair value option, and further adjusted to exclude income tax expense (benefit), stock-based compensation expense and litigation reserve, net of tax
- **Adjusted Operating Efficiency** is a non-GAAP financial measure calculated by dividing total operating expenses (excluding stock-based compensation expense and litigation reserve) by Fair Value Pro Forma Total Revenue
- **Adjusted Return on Equity ("ROE")** is a non-GAAP financial measure calculated by dividing annualized Adjusted Net Income by Average Fair Value Pro Forma total stockholders' equity
- **Adjusted Tangible Book Value** is Fair Value Pro Forma total stockholders' equity, excluding intangible assets and system development costs
- **Adjusted Tangible Book Value per Share** is Adjusted Tangible Book Value divided by common shares outstanding at period end. Common shares outstanding at period end have been adjusted to reflect the conversion of all preferred shares as of the beginning of each annual period.
- **Aggregate Originations⁽¹⁾** is the aggregate amount disbursed to borrowers during a specific period. Aggregate Originations excludes any fees in connection with the origination of a loan
- **Annualized Net Charge-Off Rate⁽¹⁾** is calculated as annualized loan principal losses (net of recoveries) divided by the Average Daily Principal Balance of owned loans for the period
- **Asset-Backed Notes at Fair Value (or "Fair Value Notes")** are all asset-backed notes issued by Oportun on or after January 1, 2018
- **Average Daily Principal Balance⁽¹⁾** is the average of outstanding principal balance of owned loans at the end of each calendar day during the period
- **Book Value** is total assets less total liabilities or equal to total stockholders' equity
- **Book Value Per Share** is Book Value divided by common shares outstanding at period end
- **Customer Acquisition Cost⁽¹⁾** is calculated as sales and marketing expenses, which include the costs associated with various paid marketing channels, including direct mail, digital marketing and brand marketing and the costs associated with our telesales and retail operations divided by number of loans originated to new and returning customers during a period
- **Emergency Hardship Deferral** is any receivable that has had one or more payments deferred and added at the end of the loan payment schedule in connection with a local or wide-spread emergency declared by local, state or federal government such as a natural disaster, government shutdown or pandemic

(1) Credit card data has been excluded from these metrics for the three months ended March 31, 2020 because they are de minimis.

Key Definitions, Continued

- **Fair Value Loans (or "Loans Receivable at Fair Value")** are all loans receivable held for investment that were originated on or after January 1, 2018
- **Fair Value Notes (or "Asset-Backed Notes at Fair Value")** are all asset-backed notes issued by Oportun on or after January 1, 2018
- **Fair Value Pro Forma:** In order to facilitate comparisons to periods prior to January 1, 2018, certain metrics included in this presentation have been shown on a pro forma basis, or the Fair Value Pro Forma, as if we had elected the fair value option since our inception for all loans originated and held for investment and all asset-backed notes issued
- **Fair Value Pro Forma Cost of Debt** is calculated as Fair Value Pro Forma interest expense divided by average Fair Value Pro Forma balance sheet value of debt
- **Fair Value Pro Forma Debt-to-Equity** is calculated as Fair Value Pro Forma total debt divided by Fair Value Pro Forma total equity
- **Fair Value Pro Forma Total Revenue** is calculated as the sum of Fair Value Pro Forma interest income and non-interest income. Fair Value Pro Forma interest income includes interest on loans and fees; origination fees are recognized upon disbursement. Non-interest income includes gain on sales, servicing fees and other income. The Company adopted ASU 2019-05 as of January 1, 2020 and as a result Fair Value Pro Forma Total Revenue and GAAP Total Revenue are equal for all prospective reporting periods.
- **GAAP:** Generally Accepted Accounting Principles
- **Loans Receivable at Amortized Cost** are loans held for investment that were originated prior to January 1, 2018. Upon the adoption of ASU 2019-05 as of January 1, 2020 this line item has been eliminated for all prospective reporting periods.
- **Loans Receivable at Fair Value (or "Fair Value Loans")** are all loans receivable held for investment that were originated on or after January 1, 2018
- **Managed Principal Balance at End of Period⁽¹⁾** is the total amount of outstanding principal balance for all loans, including loans sold, which we continue to service, at the end of the period
- **Net Revenue** is calculated by subtracting interest expense and provision (release) for loan losses from total revenue and adding the net increase (decrease) in fair value
- **Operating Efficiency** is calculated as total operating expenses divided by total revenue
- **Owned Principal Balance at End of Period⁽¹⁾** is the total amount of outstanding principal balance for all loans, excluding loans sold, at the end of the period
- **Return on Equity** is calculated as annualized net income divided by average stockholders' equity for a period
- **Secured Financing** is the asset-backed revolving debt facility

(1) Credit card data has been excluded from these metrics for the three months ended March 31, 2020 because they are de minimis.

Key Financial and Operating Metrics

	Quarter Ended						Change
	Apr. 20 ⁽³⁾	1Q20	4Q19	3Q19	2Q19	1Q19	Y / Y
Aggregate Originations ⁽¹⁾ (Millions)	\$ 41.8	\$ 432.8	\$ 619.3	\$ 543.5	\$ 473.2	\$ 415.8	4.1 %
Number of Loans Originated ⁽¹⁾	11,555	143,150	213,840	192,709	169,593	150,822	(5.1)%
Active Customers ⁽¹⁾	743,232	777,194	793,254	745,089	710,816	699,650	11.1 %
Customer Acquisition Cost ⁽¹⁾⁽²⁾	\$ 574.0	\$ 170.5	\$ 131.3	\$ 128.3	\$ 136.2	\$ 141.0	20.9 %
Owned Principal Balance EOP ⁽¹⁾ (Millions)	\$ 1,764.9	\$ 1,831.0	\$ 1,842.9	\$ 1,691.8	\$ 1,584.1	\$ 1,523.0	20.2 %
Managed Principal Balance EOP ⁽¹⁾ (Millions)	\$ 2,097.7	\$ 2,180.4	\$ 2,199.0	\$ 2,018.6	\$ 1,887.4	\$ 1,811.8	20.3 %
Average Daily Principal Balance ⁽¹⁾ (Millions)	\$ 1,803.9	\$ 1,862.1	\$ 1,769.2	\$ 1,647.2	\$ 1,551.3	\$ 1,526.8	22.0 %
Charge-offs, Net of Recoveries ⁽¹⁾ (Millions)	\$ 13.8	\$ 41.4	\$ 40.2	\$ 33.7	\$ 29.7	\$ 31.3	32.5 %
30+ Delinquent Balance EOP ⁽¹⁾ (Millions)	\$ 70.4	\$ 69.9	\$ 73.9	\$ 64.8	\$ 54.4	\$ 55.8	25.4 %
30+ Day Delinquency Rate ⁽¹⁾ (%)	4.0%	3.8 %	4.0%	3.8%	3.4%	3.6%	
Annualized Net Charge-Off Rate ⁽¹⁾ (%)	9.4%	8.9 %	9.0%	8.1%	7.7%	8.3%	
Operating Efficiency (%)	64.9%	60.3 %	60.8%	65.0%	58.4%	56.9%	
Adjusted Operating Efficiency (%)	61.6%	57.8 %	57.8%	57.9%	57.1%	55.8%	
Return on Equity (%)	9.1%	(11.0)%	19.5%	9.6%	14.9%	16.5%	
Adjusted Return on Equity (%)	7.0%	(1.0)%	22.8%	14.6%	11.7%	10.6%	

(1) Credit card amounts have been excluded from these metrics for the three months ended March 31, 2020 because they are de minimis.

(2) Sales and marketing expenses divided by the number of new and returning customer loans originated in the respective periods.

(3) Amounts presented for the month ended April 30, 2020 are preliminary.

Note: Numbers may not foot or cross-foot due to rounding.

Consolidated GAAP Income Statement

(\$ Millions, except per share data. Shares in Millions)

	Quarter Ended					\$ Change Y / Y	% Change Y / Y
	1Q20	4Q19	3Q19	2Q19	1Q19		
Interest income	\$ 150.7	\$ 148.3	\$ 139.3	\$ 129.8	\$ 126.7	\$ 24.0	18.9 %
Non-interest income	12.7	17.0	14.6	12.8	11.6	1.1	9.9 %
Total revenue	\$ 163.4	\$ 165.3	\$ 153.9	\$ 142.6	\$ 138.3	\$ 25.1	18.1 %
Less:							
Interest expense	\$ 16.4	\$ 15.8	\$ 15.5	\$ 14.6	\$ 14.6	\$ 1.7	11.9 %
Provision (release) for loan losses	—	(0.7)	(0.4)	(3.0)	(0.4)	0.4	NM
Net increase (decrease) in fair value	(66.5)	(18.7)	(24.3)	(28.8)	(25.4)	(41.1)	161.5 %
Net revenue	\$ 80.6	\$ 131.6	\$ 114.5	\$ 102.1	\$ 98.7	\$ (18.1)	(18.3)%
Operating expenses:							
Sales and marketing	\$ 24.8	\$ 28.1	\$ 24.7	\$ 23.1	\$ 21.3	\$ 3.6	16.7 %
Other operating expenses	73.8	72.4	75.3	60.1	57.4	16.4	28.5 %
Total operating expenses	\$ 98.6	\$ 100.5	\$ 100.1	\$ 83.2	\$ 78.7	\$ 19.9	25.3 %
Income before taxes	\$ (18.0)	\$ 31.2	\$ 14.4	\$ 18.9	\$ 20.0	\$ (38.0)	(190.2)%
Income tax provision	(4.7)	8.0	4.4	5.1	5.4	(10.1)	(188.1)%
Net income	\$ (13.3)	\$ 23.2	\$ 10.0	\$ 13.8	\$ 14.6	\$ (27.9)	(191.0)%
Memo:							
Earnings (loss) per share	\$ (0.49)	\$ 0.86	\$ (6.39)	\$ 0.52	\$ 0.57	\$ (1.06)	(186.0)%
Diluted earnings (loss) per share	\$ (0.49)	\$ 0.81	\$ (6.39)	\$ 0.52	\$ 0.51	\$ (1.00)	(196.1)%
Weighted average common shares outstanding - basic	27.0	27.0	4.3	2.9	2.9	24.1	819.5 %
Weighted average common shares outstanding - diluted	27.0	28.5	4.3	3.0	3.3	23.7	715.1 %

Note: Numbers may not foot or cross-foot due to rounding.

Consolidated Fair Value Pro Forma Income Statement

(\$ Millions, except per share data. Shares in Millions)

	Quarter Ended					\$ Change	% Change
	1Q20	4Q19	3Q19	2Q19	1Q19		
						Y / Y	Y / Y
Interest income	\$ 150.7	\$ 148.2	\$ 139.0	\$ 129.3	\$ 125.8	\$ 24.9	19.8 %
Non-interest income	12.7	17.0	14.6	12.8	11.6	1.1	9.9 %
Total revenue	\$ 163.4	\$ 165.2	\$ 153.6	\$ 142.2	\$ 137.4	\$ 26.0	18.9 %
Less:							
Interest expense	\$ 15.9	\$ 15.4	\$ 15.1	\$ 14.3	\$ 14.3	\$ 1.6	11.2 %
Net increase (decrease) in FV	(54.8)	(18.0)	(27.6)	(31.7)	(33.3)	(21.5)	64.5 %
Net revenue	\$ 92.7	\$ 131.8	\$ 110.9	\$ 96.2	\$ 89.8	\$ 2.9	3.3 %
Operating expenses:							
Sales and marketing	\$ 24.8	\$ 28.1	\$ 24.7	\$ 23.1	\$ 21.3	\$ 3.5	16.7 %
Other operating expenses	73.8	72.4	75.3	60.1	57.4	16.4	28.5 %
Total operating expenses	\$ 98.6	\$ 100.5	\$ 100.1	\$ 83.2	\$ 78.7	\$ 19.9	25.3 %
Income before taxes	\$ (5.9)	\$ 31.3	\$ 10.9	\$ 12.9	\$ 11.1	\$ (17.0)	(152.7)%
Income tax provision	(1.1)	8.0	3.3	3.5	3.0	(4.1)	(136.4)%
Net income	\$ (4.8)	\$ 23.3	\$ 7.6	\$ 9.4	\$ 8.1	\$ (12.9)	(158.7)%
Memo:							
Adjusted EBITDA	\$ 17.9	\$ 17.0	\$ 18.6	\$ 19.9	\$ 18.9	\$ (1.0)	(5.4)%
Adjusted net income	\$ (1.2)	\$ 26.9	\$ 15.3	\$ 10.9	\$ 9.6	\$ (10.8)	(112.6)%
Adjusted EPS	\$ (0.04)	\$ 0.94	\$ 0.64	\$ 0.50	\$ 0.43	\$ (0.47)	(110.4)%
Basic weighted-average common shares outstanding	27.0	27.0	4.3	2.9	2.9	24.1	819.5 %
Diluted adjusted weighted-average common shares outstanding	27.0	28.5	23.8	22.0	22.4	4.6	20.7 %

Note: Numbers may not foot or cross-foot due to rounding.

Consolidated Fair Value Pro Forma Income Statement Reconciliation

(\$ Millions)

	Three Months Ended			Three Months Ended			\$ Change	% Change
	March 31, 2020			March 31, 2019				
	As Reported	FV Adjustment	FV Pro Forma	As Reported	FV Adjustment	FV Pro Forma		
Interest income	\$ 150.7	\$ —	\$ 150.7	\$ 126.7	\$ (0.9)	\$ 125.8	\$ 24.9	19.8 %
Non-interest income	12.7	—	12.7	11.6	—	11.6	1.1	9.9 %
Total revenue	\$ 163.4	\$ —	\$ 163.4	\$ 138.3	\$ (0.9)	\$ 137.4	\$ 26.0	18.9 %
Less:								
Interest expense	\$ 16.4	\$ (0.5)	\$ 15.9	\$ 14.6	\$ (0.3)	\$ 14.3	\$ 1.6	11.2 %
Provision (release) for loan losses	—	—	—	(0.4)	0.4	—	—	NM
Net increase (decrease) in FV	(66.5)	11.7	(54.8)	(25.4)	(7.9)	(33.3)	(21.5)	64.5 %
Net revenue	\$ 80.6	\$ 12.1	\$ 92.7	\$ 98.7	\$ (8.8)	\$ 89.8	\$ 2.9	3.3 %
Operating expenses:								
Technology and facilities	\$ 30.8	\$ —	\$ 30.8	\$ 21.6	\$ —	\$ 21.6	\$ 9.1	42.2 %
Sales and marketing	24.8	—	24.8	21.3	—	21.3	3.6	16.7 %
Personnel	25.6	—	25.6	18.9	—	18.9	6.7	35.5 %
Outsourcing and professional fees	13.6	—	13.6	13.5	—	13.5	0.1	0.5 %
General, administrative, and other	3.8	—	3.8	3.4	—	3.4	0.5	13.5 %
Total operating expenses	\$ 98.6	\$ —	\$ 98.6	\$ 78.7	\$ —	\$ 78.7	\$ 19.9	25.3 %
Income before taxes	\$ (18.0)	\$ 12.1	\$ (5.9)	\$ 20.0	\$ (8.8)	\$ 11.1	\$ (17.0)	(152.7)%
Income tax provision	(4.7)	3.6	(1.1)	5.4	(2.4)	3.0	(4.1)	(136.4)%
Net income	\$ (13.3)	\$ 8.5	\$ (4.8)	\$ 14.6	\$ (6.5)	\$ 8.1	\$ (12.9)	(158.7)%

Note: Numbers may not foot or cross-foot due to rounding.

Condensed Consolidated FVPF Income Statement Reconciliation

(\$ Millions)

	Month Ended April 30, 2020 ⁽¹⁾		
	As Recorded	FV Adjustment	FV Pro Forma
Total revenue	\$ 48.6	\$ —	\$ 48.6
Less:			
Interest expense	\$ 4.6	\$ (0.1)	\$ 4.6
Net increase (decrease) in FV	(7.3)	(2.8)	(10.1)
Net revenue	\$ 36.7	\$ (2.8)	\$ 34.0
Total operating expenses	\$ 31.6	\$ —	\$ 31.6
Income before taxes	\$ 5.2	\$ (2.8)	\$ 2.4
Income tax provision	1.5	(0.8)	0.7
Net income	\$ 3.6	\$ (1.9)	\$ 1.7

(1) Amounts presented for the month ended April 30, 2020 are preliminary.

Note: Numbers may not foot or cross-foot due to rounding.

Condensed GAAP Balance Sheet

(\$ Millions)

	Quarter Ended					Change	
	1Q20	4Q19	3Q19	2Q19	1Q19	Q / Q	Y / Y
Cash and cash equivalents	\$ 144.8	\$ 72.2	\$ 154.5	\$ 45.7	\$ 58.1	100.7 %	149.2 %
Restricted cash	61.3	64.0	65.9	58.9	60.6	(4.2)%	1.0 %
Loans receivable at fair value	1,760.5	1,882.1	1,681.9	1,513.4	1,365.0	(6.5)%	29.0 %
Loans receivable at amortized cost, net	—	38.5	69.0	118.3	192.6	(100.0)%	(100.0)%
Other assets	150.7	145.2	121.3	129.8	131.1	3.8 %	15.0 %
Total assets	\$ 2,117.3	\$ 2,201.9	\$ 2,092.6	\$ 1,866.1	\$ 1,807.4	(3.8)%	17.1 %
Total debt	1,477.8	1,549.2	1,491.8	1,355.6	1,316.4	(4.6)%	12.3 %
Other liabilities	156.0	163.9	139.6	131.6	127.9	(4.8)%	22.0 %
Total liabilities	\$ 1,633.8	\$ 1,713.1	\$ 1,631.5	\$ 1,487.2	\$ 1,444.2	(4.6)%	13.1 %
Total stockholders' equity	\$ 483.5	\$ 488.8	\$ 461.1	\$ 378.9	\$ 363.2	(1.1)%	33.1 %
Total liabilities and stockholders' equity	\$ 2,117.3	\$ 2,201.9	\$ 2,092.6	\$ 1,866.1	\$ 1,807.4	(3.8)%	17.1 %

Note: Numbers may not foot or cross-foot due to rounding.

Condensed Fair Value Pro Forma Balance Sheet

(\$ Millions)

	Quarter Ended					Change	
	1Q20	4Q19	3Q19	2Q19	1Q19	Q / Q	Y / Y
	Cash and cash equivalents	\$ 144.8	\$ 72.2	\$ 154.5	\$ 45.7	\$ 58.1	100.7 %
Restricted cash	61.3	64.0	65.9	58.9	60.6	(4.2)%	1.0%
Loans receivable at fair value	1,760.5	1,925.6	1,756.3	1,640.7	1,571.0	(8.6)%	12.1%
Other assets	150.7	138.6	115.3	124.7	126.5	8.8 %	19.1%
Total assets	\$ 2,117.3	\$ 2,200.3	\$ 2,092.0	\$ 1,870.1	\$ 1,816.2	(3.8)%	16.6%
Total debt	1,467.2	1,550.8	1,493.9	1,357.8	1,317.0	(5.4)%	11.4%
Other liabilities	159.6	162.3	138.6	132.5	130.8	(1.6)%	22.0%
Total liabilities	\$ 1,626.8	\$ 1,713.0	\$ 1,632.5	\$ 1,490.3	\$ 1,447.9	(5.0)%	12.4%
Total stockholders' equity	\$ 490.5	\$ 487.3	\$ 459.4	\$ 379.8	\$ 368.3	0.7 %	33.2%
Total liabilities and stockholders' equity	\$ 2,117.3	\$ 2,200.3	\$ 2,092.0	\$ 1,870.1	\$ 1,816.2	(3.8)%	16.6%

Note: Numbers may not foot or cross-foot due to rounding.

Condensed Fair Value Pro Forma Balance Sheet Reconciliation

(\$ Millions)

	Quarter Ended March 31, 2020			Quarter Ended March 31, 2019		
	As Reported	FV Adjustment	FV Pro Forma	As Reported	FV Adjustment	FV Pro Forma
Cash and cash equivalents	\$ 144.8	\$ —	\$ 144.8	\$ 58.1	\$ —	\$ 58.1
Restricted cash	61.3	—	61.3	60.6	—	60.6
Loans receivable at fair value	1,760.5	—	1,760.5	1,365.0	206.0	1,571.0
Loans receivable at amortized cost, net	—	—	—	192.6	(192.6)	—
Other assets	150.7	—	150.7	131.1	(4.7)	126.5
Total assets	\$ 2,117.3	\$ —	\$ 2,117.3	\$ 1,807.4	\$ 8.8	\$ 1,816.2
Total debt	1,477.8	(10.6)	1,467.2	1,316.4	0.7	1,317.0
Other liabilities	156.0	3.6	159.6	127.9	3.0	130.8
Total liabilities	\$ 1,633.8	\$ (7.0)	\$ 1,626.8	\$ 1,444.2	\$ 3.6	\$ 1,447.9
Total stockholders' equity	\$ 483.5	\$ 7.0	\$ 490.5	\$ 363.2	\$ 5.2	\$ 368.3
Total liabilities and stockholders' equity	\$ 2,117.3	\$ —	\$ 2,117.3	\$ 1,807.4	\$ 8.8	\$ 1,816.2

Note: Numbers may not foot or cross-foot due to rounding.

Condensed Fair Value Pro Forma Balance Sheet Reconciliation

(\$ Millions)

	Month Ended April 30, 2020 ⁽¹⁾		
	As Recorded	FV Adjustment	FV Pro Forma
Cash and cash equivalents	\$ 132.3	\$ —	\$ 132.3
Restricted cash	52.4	—	52.4
Loans receivable at fair value	1,680.7	—	1,680.7
Other assets	154.0	—	154.0
Total assets	\$ 2,019.3	\$ —	\$ 2,019.3
Total debt	1,389.5	(7.8)	1,381.6
Other liabilities	141.1	2.6	143.7
Total liabilities	\$ 1,530.5	\$ (5.2)	\$ 1,525.3
Total stockholders' equity	\$ 488.8	\$ 5.2	\$ 494.0
Total liabilities and stockholders' equity	\$ 2,019.3	\$ —	\$ 2,019.3

(1) Amounts presented for the month ended April 30, 2020 are preliminary.

Note: Numbers may not foot or cross-foot due to rounding.

Adjusted EBITDA Reconciliation

(\$ Millions)

	Quarter Ended						Change
	Apr. 20 ⁽²⁾	1Q20	4Q19	3Q19	2Q19	1Q19	Y/Y
Net income	\$ 3.6	\$ (13.3)	\$ 23.2	\$ 10.0	\$ 13.8	\$ 14.6	(191.0)%
Adjustments:							
Fair Value Pro Forma net income adjustment	\$ (1.9)	\$ 8.5	\$ 0.1	\$ (2.5)	\$ (4.3)	\$ (6.5)	(231.7)%
Income tax expense	0.7	(1.1)	8.0	3.3	3.5	3.0	(136.4)%
Depreciation and amortization	1.6	4.7	4.4	3.6	3.2	2.9	61.8 %
Stock-based compensation expense	1.6	4.2	4.0	11.2	2.0	2.0	109.6 %
Litigation reserve	—	—	0.9	—	—	—	NM
Origination fees for Fair Value Loans, net	1.5	1.5	(1.5)	(0.9)	(0.4)	0.8	87.1 %
Fair value mark-to-market adjustment	(3.7)	13.4	(22.2)	(6.1)	2.1	2.1	550.1 %
Adjusted EBITDA	\$ 3.4	\$ 17.9	\$ 17.0	\$ 18.6	\$ 19.9	\$ 18.9	(5.4)%
Memo:							
Fair Value Pro Forma Total Revenue	48.6	163.4	165.2	153.6	142.2	137.4	18.9 %
Adjusted EBITDA Margin (%)⁽¹⁾	7.0%	10.9%	10.3%	12.1%	14.0%	13.7%	

(1) Calculated as Adjusted EBITDA divided by Fair Value Pro Forma Total Revenue.

(2) Amounts presented for the month ended April 30, 2020 are preliminary.

Note: Numbers may not foot or cross-foot due to rounding.

Adjusted Net Income Reconciliation

(\$ Millions)

	Quarter Ended						Change Y / Y
	Apr. 20 ⁽²⁾	1Q20	4Q19	3Q19	2Q19	1Q19	
Net income	\$ 3.6	\$ (13.3)	\$ 23.2	\$ 10.0	\$ 13.8	\$ 14.6	(191.0)%
Adjustments:							
Fair Value Pro Forma net income adjustment	(1.9)	8.5	0.1	(2.5)	(4.3)	(6.5)	(231.7)%
Income tax expense	0.7	(1.1)	8.0	3.3	3.5	3.0	(136.4)%
Stock-based compensation expense	1.6	4.2	4.0	11.2	2.0	2.0	109.6 %
Litigation reserve	—	—	0.9	—	—	—	NM
Adjusted income before taxes	\$ 4.0	\$ (1.7)	\$ 36.2	\$ 22.0	\$ 15.0	\$ 13.1	(113.1)%
Normalized income tax expense	(1.2)	0.5	(9.3)	(6.7)	(4.0)	(3.5)	(114.6)%
Income tax rate (%)	29.9%	29.9 %	25.6%	30.4%	27.0%	26.8%	
Adjusted Net Income	\$ 2.8	\$ (1.2)	\$ 26.9	\$ 15.3	\$ 10.9	\$ 9.6	(112.6)%
Memo:							
Fair Value Pro Forma stockholders' equity	\$ 494.0	\$ 490.5	\$ 487.3	\$ 459.4	\$ 379.8	\$ 368.3	33.2 %
Adjusted ROE (%)⁽¹⁾	7.0%	(1.0)%	22.8%	14.6%	11.7%	10.6%	

(1) Calculated as Fair Value Pro Forma Adjusted Net Income divided by Average Fair Value Pro Forma Stockholders' Equity. ROE has been annualized.

(2) Amounts presented for the month ended April 30, 2020 are preliminary.

Note: Numbers may not foot or cross-foot due to rounding.

GAAP Basic and Diluted Earnings (Loss) Per Share Reconciliation

(\$ Millions, except per share data. Shares in Millions)

	Quarter Ended					Change Y/Y
	1Q20	4Q19	3Q19	2Q19	1Q19	
Net income (loss)	\$ (13.3)	\$ 23.2	\$ 10.0	\$ 13.8	\$ 14.6	(191.0)%
Less: Additional common stock issued to Series G shareholders	—	—	(37.5)	—	—	NM
Less: Net income allocated to participating securities ⁽¹⁾	—	—	—	(12.3)	(12.9)	NM
Net income (loss) attributable to common stockholders	\$ (13.3)	\$ 23.2	\$ (27.4)	\$ 1.5	\$ 1.7	(888.0)%
Basic weighted-average common shares outstanding	27.0	27.0	4.3	2.9	2.9	819.5 %
Weighted average effect of dilutive securities:						
Stock options	—	1.1	—	—	0.3	NM
Restricted stock units	—	0.4	—	—	—	NM
Warrants	—	—	—	—	—	NM
Diluted weighted-average common shares outstanding	27.0	28.5	4.3	3.0	3.3	715.1 %
Earnings (loss) per share:						
Basic	\$ (0.49)	\$ 0.86	\$ (6.39)	\$ 0.52	\$ 0.57	(185.7)%
Diluted	\$ (0.49)	\$ 0.81	\$ (6.39)	\$ 0.52	\$ 0.51	(196.7)%

(1) In a period of net income, both earnings and dividends (if any) are allocated to participating securities. In a period of net loss, only dividends (if any) are allocated to participating securities.

Note: Numbers may not foot or cross-foot due to rounding.

Adjusted Earnings (Loss) Per Share Reconciliation

(\$ Millions, except per share data. Shares in Millions)

	Quarter Ended					Change Y/Y
	1Q20	4Q19	3Q19	2Q19	1Q19	
Diluted earnings (loss) per share	\$ (0.49)	\$ 0.81	\$ (6.39)	\$ 0.52	\$ 0.51	(196.1)%
Adjusted EPS						
Adjusted Net Income (Loss)	\$ (1.2)	\$ 26.9	\$ 15.3	\$ 10.9	\$ 9.6	(112.6)%
Basic weighted-average common shares outstanding	27.0	27.0	4.3	2.9	2.9	819.5 %
Weighted-average common shares outstanding based on assumed convertible preferred conversion	—	—	18.0	19.1	19.1	NM
Weighted average effect of dilutive securities:						
Stock options	—	1.1	1.4	—	0.3	(100.0)%
Restricted stock units	—	0.4	0.1	—	—	NM
Warrants	—	—	—	—	—	(100.0)%
Diluted adjusted weighted-average common shares outstanding	27.0	28.5	23.8	22.0	22.4	20.7 %
Adjusted EPS	\$ (0.04)	\$ 0.94	\$ 0.64	\$ 0.50	\$ 0.43	(110.4)%

GAAP Book Value Per Share Reconciliation

(\$ Millions, except per share data. Shares in Millions)

	Quarter Ended						Change
	Apr. 20 ⁽³⁾	1Q20	4Q19	3Q19	2Q19	1Q19	Y / Y
Stockholders' equity	\$ 488.8	\$ 483.5	\$ 488.8	\$ 461.1	\$ 378.9	\$ 363.2	33.1 %
Less: total preferred stockholders' equity ⁽¹⁾	—	—	—	—	(257.9)	(257.9)	NM
Less: total preferred stock warrants ⁽²⁾	—	—	—	—	(0.1)	(0.1)	NM
Stockholders' equity available to common stockholders	\$ 488.8	\$ 483.5	\$ 488.8	\$ 461.1	\$ 120.9	\$ 105.1	360.0 %
Total common shares outstanding at end of period ⁽¹⁾	27.2	27.1	27.0	27.0	2.9	2.9	822.5 %
Book Value Per Share	\$ 17.99	\$ 17.81	\$ 18.10	\$ 17.08	\$ 41.06	\$ 35.73	(50.1)%

(1) Prior to our IPO, the book value of equity available to common stockholders excludes the book value of convertible preferred equity and convertible preferred stock warrants. On the date of our IPO, these convertible preferred shares converted to common shares. Therefore, beginning in 3Q19 the number of common shares reflects this conversion and the book value of preferred equity is zero.

(2) Comprised of outstanding Series F-1 and G preferred warrants. Subsequent to our IPO, remaining Series G warrants converted to common stock warrants.

(3) Amounts presented for the month ended April 30, 2020 are preliminary.

Note: Numbers may not foot or cross-foot due to rounding.

Adjusted Tangible Book Value Per Share Reconciliation

(\$ Millions, except per share data. Shares in Millions)

	Apr. 20 ⁽²⁾	Quarter Ended					Change Y/Y
		1Q20	4Q19	3Q19	2Q19	1Q19	
Stockholders' equity	\$ 488.8	\$ 483.5	\$ 488.8	\$ 461.1	\$ 378.9	\$ 363.2	33.1%
Adjustments:							
Fair Value Pro Forma stockholders' equity adjustment	5.2	7.0	(1.5)	(1.7)	0.8	5.2	34.8%
Intangible assets, net ⁽¹⁾	(22.8)	(21.7)	(18.5)	(14.6)	(10.8)	(7.9)	173.7%
Adjusted Tangible Book Value	\$ 471.2	\$ 468.8	\$ 468.8	\$ 444.9	\$ 368.9	\$ 360.4	30.1%
Total common shares outstanding at end of period	27.2	27.1	27.0	27.0	2.9	2.9	822.5%
Additional common shares outstanding based on assumed convertible preferred conversion	—	—	—	—	19.1	19.1	NM
Adjusted total outstanding shares	27.2	27.1	27.0	27.0	22.0	22.0	23.3%
Adjusted Tangible Book Value Per Share	\$ 17.34	\$ 17.27	\$ 17.36	\$ 16.48	\$ 16.75	\$ 16.37	5.5%

(1) Intangible assets, net consists of trademarks and internally developed software, net.

(2) Amounts presented for the month ended April 30, 2020 are preliminary.

Note: Numbers may not foot or cross-foot due to rounding.

Fair Value Pro Forma Fair Value Estimate Methodology

	Quarter Ended					Change
	1Q20	4Q19	3Q19	2Q19	1Q19	Y/Y
Weighted average portfolio yield over the remaining life of the loans	30.74 %	31.47 %	31.89 %	32.37 %	32.45 %	(1.71)%
Less: Servicing fee	(5.00)%	(5.00)%	(5.00)%	(5.00)%	(5.00)%	— %
Net portfolio yield	25.74 %	26.47 %	26.89 %	27.37 %	27.45 %	(1.71)%
Multiplied by: Weighted average life in years	0.903	0.804	0.765	0.764	0.754	14.9 %
Pre-loss cash flow	23.25 %	21.28 %	20.71 %	20.80 %	20.59 %	2.66 %
Less: Remaining cumulative charge-offs	(14.56)%	(9.51)%	(9.83)%	(9.94)%	(9.83)%	(4.73)%
Net cash flow	8.69 %	11.77 %	10.88 %	10.86 %	10.76 %	(2.07)%
Less: Discount rate multiplied by average life	(11.54)%	(6.25)%	(6.11)%	(6.37)%	(6.65)%	(4.89)%
Gross fair value premium as a percentage of loan principal balance	(2.85)%	5.52 %	4.77 %	4.49 %	4.11 %	(6.96)%
Less: Accrued interest and fees as a percentage of loan principal balance	(1.11)%	(1.04)%	(0.96)%	(0.92)%	(0.96)%	(0.15)%
Fair value premium as a percentage of loan principal balance	(3.96)%	4.48 %	3.81 %	3.57 %	3.15 %	(7.11)%
Discount rate	12.78 %	7.77 %	7.93 %	8.38 %	8.86 %	3.92 %

1Q20 Fair Value Price of Loans Relative to 4Q19

	Fair Value Driver						1Q20
	Longer Average Life		Higher Remaining Cumulative NCO Rate of 505 bps (14.56% vs. 9.51%)	Higher Discount Rate of 501 bps (12.78% vs. 7.77%)	Higher Accrued Interest and Fees of 7 bps (1.11% vs. 0.104%)	4Q19	
	Lower Yield of 73 bps (30.74% vs. 31.47%)	Longer Weighted Avg. Life of 0.099 yrs (0.903 yrs vs. 0.804 yrs)					
Weighted avg. portfolio yield - remaining life of loan	31.47 %	30.74 %	30.74 %	30.74 %	30.74 %	30.74 %	30.74 %
Less: servicing fee	(5.00)%	(5.00)%	(5.00)%	(5.00)%	(5.00)%	(5.00)%	(5.00)%
Net portfolio yield	26.47 %	25.74 %	25.74 %	25.74 %	25.74 %	25.74 %	25.74 %
Multiplied by weighted avg. life in years	0.804	0.804	0.903	0.903	0.903	0.903	0.903
Pre-loss cash flow	21.28 %	20.70 %	23.25 %	23.25 %	23.25 %	23.25 %	23.25 %
Less remaining cumulative charge-offs	(9.51)%	(9.51)%	(9.51)%	(14.56)%	(14.56)%	(14.56)%	(14.56)%
Net cash flow	11.77 %	11.19 %	13.74 %	8.69 %	8.69 %	8.69 %	8.69 %
Less discount rate x avg. life	(6.25)%	(6.25)%	(7.02)%	(7.02)%	(11.54)%	(11.54)%	(11.54)%
FV premium (discount) as a % of loan principal	5.52 %	4.94 %	6.72 %	1.67 %	(2.85)%	(2.85)%	(2.85)%
Less accrued interest and fees as a % of loan principal	(1.04)%	(1.04)%	(1.04)%	(1.04)%	(1.04)%	(1.11)%	(1.11)%
FV premium (discount) as a % of loan principal	4.48 %	3.90 %	5.68 %	0.63 %	(3.89)%	(3.96)%	(3.96)%
Change in fair value premium		(0.58)%	1.78 %	(5.05)%	(4.52)%	(0.07)%	(8.44)%
Discount rate	7.77 %						12.78 %

Oportun's Fair Values for Loans and ABS Notes

96.0% Price on our Loans

Loans (Level 3)

Loan Portfolio Yield

96.0%

**26%
Equity**

29.7% Yield

**70%
Debt**

6.5% Yield

**12.8%
Unlevered
Yield**

90.5% Price on our Debt

Debt (Level 2)

Tranche	Rating	Deal	Balance	Price
A	A-	2017-B	\$156M	96.7%
A	A-	2018-A	\$156M	95.2%
A	A	2018-B	\$166M	94.4%
A	A+	2018-C	\$203M	93.0%
A	A+	2018-D	\$129M	93.2%
A	A+	2019-A	\$206M	86.5%
B	BBB	2017-B	\$33M	89.2%
B	BBB	2018-A	\$33M	87.4%
B	BBB	2018-B	\$36M	85.0%
B	BBB+	2018-C	\$43M	86.5%
B	BBB+	2018-D	\$28M	85.6%
B	BBB+	2019-A	\$44M	86.7%
C	BB	2017-B	\$11M	80.2%
C	BB	2018-A	\$11M	76.5%
C	BB	2018-B	\$12M	72.7%
C	BB	2018-C	\$14M	76.3%
C	BB	2018-D	\$9M	75.6%
D	B	2018-C	\$14M	56.7%
D	B	2018-D	\$9M	61.6%
Total / Weighted Avg.			\$1,313M	90.5%

- If an investor were to purchase the loans receivable on our books as of March 31, 2020 at the fair value price and apply the leverage at the yields at which our senior bonds were valued, they would receive a 29.7% equity yield.

- We set the fair value of our asset-backed notes based upon marks from a third-party marking service used by institutional investors and compare the prices to marks from dealers and available trading data to validate them.